



Hang in there,
it's almost
over!





Sunflower Foundation

*Working with Philanthropic
Fundors*

**Investing in People and Places
for a Healthier Kansas**

ABOUT SUNFLOWER FOUNDATION

Caveat

Every foundation is different and not every concept will be applicable to every foundation.

Please consider the following musing/ramblings/pontification as merely food for thought.

Also, I have not learned yet how to use Canva so my slides are super Old School.



Hi Ya'll!

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Sunflower Foundation
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OUR WORK

Investing in Communities



Investing in People & Places

Through capacity building, support of the built environment, advocacy, collaborative learning and strengthening access to quality health care, our work reflects our responsiveness to the health needs of Kansans in three strategic areas – Healthy Communities, Health Systems, and our Sunflower Nonprofit Center.



OUR WORK

Health Systems

We support systemic change, strengthen organizational capacity, and invest in innovative strategies to ensure that more Kansans receive the right care, in the right place, and at the right time.

Integrated Care (Behavioral Health)
Public Health
Primary Care Safety Net





OUR WORK

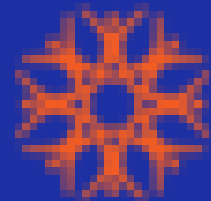
Healthy Communities

We strive to enhance the built environment and expand access to healthy food through systems, structures and surroundings that make healthy living achievable and affordable for all.

Sunflower Trails (Access to Outdoors)
Food Access & Nutrition Security
Food is Medicine

CAPACITY BUILDING

Stronger Nonprofits for a Healthier Kansas



Sunflower Foundation



Sunflower Foundation

CAPACITY BUILDING FOR NONPROFITS

LEARNING COLLABORATIVE

August 20-21 OR August 22-23



OUR WORK

Sunflower Nonprofit Center

Sunflower Foundation's work has long supported capacity building, leadership development, and learning opportunities for nonprofit organizations.

Natural evolution of our 20+ year history of support of capacity-building and collaborative learning for Kansas nonprofits and communities.



With the opening of the Sunflower Nonprofit Center in October 2021, we now offer meeting space and additional resources that support the needs of nonprofits whose work align with the foundation's mission. Two restored, century-old buildings anchor the 13.5-acre Nonprofit Center campus, from which the foundation strives to expand on its mission by offering:

- Meeting and conference space for nonprofits, educational institutions, government entities and other public groups to support their education and convening needs.
- State-of-the-art technology for onsite and virtual meetings, conferences and webinars.
- Plans for a future shared workspace environment that will promote collaborative learning and partnerships.
- Shared back-office services, including printing, IT systems, bulk purchasing, reception and other shared staffing.
- Access to outdoor spaces and walking trails.
- Nonprofit rates for groups of all sizes and budgets.

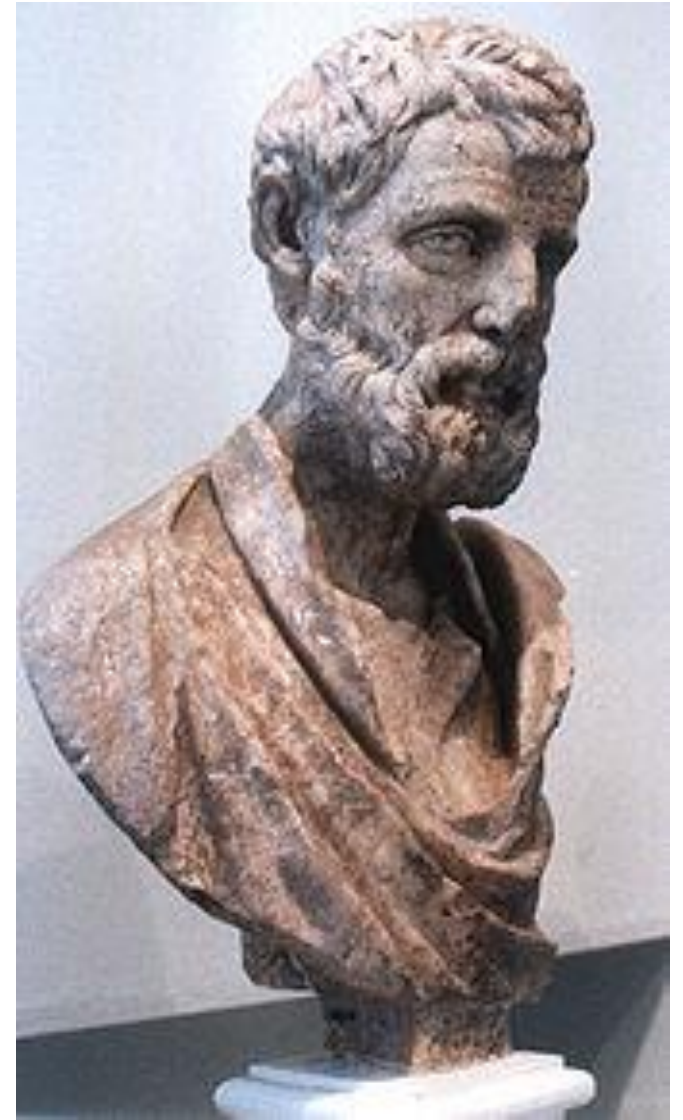


The seal of the State of Kansas is centered in the background. It features a sun at the top, a banner with the motto "AD ASTRA PER ASPERA", a landscape with a river, a plow, and a sheaf of wheat, and a starry sky. The seal is surrounded by a decorative border.

Kansas Fights Addiction

KANSAS

**What is
philanthropy
anyway?**



Upstream



Downstream



“You’ve seen
one foundation,
you’ve seen one
foundation.”



Five R's of Working with Foundations



A landscape photograph featuring a dirt road that stretches from the foreground into the distance, flanked by green and yellow grass. The sky is dark and stormy, with a vibrant rainbow arching across it. The word "Research" is overlaid in the center in a bold, yellow font.

Research

Mia Shu

RESEARCH

- Research foundations in general. Community foundations are different from family foundations, which are different from corporate foundations, and so on and so on.
- Foundations often spend significant time studying systemic issues as well as learning about your organization as part of funding decisions. Return the favor by learning about them before reaching out with a request.
 - This makes initial conversations more productive; avoid asking questions about information readily available online. Use the time to ask thoughtful questions that shows you've done your research.
- Learn via foundation websites, social media, annual reports. Sign up for e-news, follow them on Facebook and other socials.
 - NOTE: Keep your own website/FB page current for when foundation researches YOU. 😊
- **Research your own specific project and demonstrate a robust understanding of the problem and solution.**

Relationships



RELATIONSHIPS

- Many foundations truly value relationships with prospective grantees/partners and appreciate the opportunity to learn more about your organization and how you fit into the bigger picture of systems change.
- Consider cultivating the relationship before you ask for money.
 - Reach out with a succinct but informative email, providing any one-pagers, infographs, links to socials or online articles, etc. Ask for the opportunity for brief virtual or in-person meeting and say **you would like to learn more about the foundation's priorities.**
 - Be patient for a response; if you don't hear back within 3 weeks, email again.
- Recognize that many foundations often offer more than “just money;” there might be opportunities for TA, resources, networking, connections, advice, feedback, moral support, etc.
- While appropriate to ask direct questions about funding parameters, avoid being rude, presumptuous or patronizing to foundation staff; they are people too and have rules to follow.
- If a foundation offers virtual or online education or networking events – take advantage of them! Every opportunity to interact is an opportunity to strengthen the relationship.

A wide-angle landscape photograph capturing a sunset over a vast, flat valley. The sun is positioned low on the horizon, casting a warm, golden glow across the sky and the valley floor. The sky is filled with scattered, wispy clouds, some of which are illuminated from below by the setting sun. The foreground consists of a grassy slope with some rocky patches, leading down into the valley. The overall scene is serene and naturalistic.

Realistic

REALISTIC

- Foundations typically have strategic plans, funding priorities and grant parameters established through board and staff; these can't be changed overnight even if you have a really, really good idea.
 - **There is still value to sharing your organization's story and starting a relationship, as you never know when funding priorities may change.**
- Foundations set their budgets every year to fit funding priorities with available funds to use. There often isn't a lot of "extra" money just lying around – even if you have a really, really good idea. Do not get discouraged!
- Patience is key. Foundations might operate on a different timeline than your needs. In general, foundations are not intended to be a source of funding SOS. They prefer to invest in long-term, system-based initiatives.
- Be realistic about what you can accomplish with the grant funds. Doing your homework about the expenses and providing specific numbers to the funder will help them better understand your goals and timeline.

How we
doing?!



Hungry Happenings



Responsive



M O

RESPONSIVE

- If a foundation responds to your request for information, always acknowledge their response with thanks. This is especially important if staff have spent time gathering tailored information for you. If they have asked for additional information from you – send it in a timely manner.
- If foundation staff makes a recommendation, let them know when you have followed up.
- Every grant you receive is an audition for the next grant. Avoid creating more work for the foundation by ignoring emails, grant report deadlines, etc. If you have questions or concerns, be positive and proactive
- Always be ready to answer this question: **In what specific ways can funding advance your mission and goals?**



Resources

Maria Jones

Network for Good

<https://www.networkforgood.com/>

“Resources” in top bar menu, check out “Blog Posts, Webinars, Templates” in drop down menu

Free Will

<https://www.freewill.com/>

“For Nonprofits” in top bar menu, check out “Resources” or “Webinars” in drop down menu

Philanthropy News Digest

<https://philanthropynewsdigest.org/>

Go to “RFPs” in top address bar menu, right hand side

Chronicle for Philanthropy

<https://www.philanthropy.com/>

Check out “Advice” and “Opinion” in the top bar menu - Beware: the “Grants” section requires \$

Raise Funds – Raise Money, Nurture Relationships & Build Support for Nonprofit Organizations

<https://www.raise-funds.com/>

Check out “Fundraising” & “Donor Relations” in top bar menu - but tons of other good resources

35 Best Grant Writing Blogs and Websites

https://blog.feedspot.com/grant_writing_blogs/

Professional Grantwriter

<https://www.professionalgrantwriter.org/>

Check out “Blog” in top address bar, “Foundations” in drop down menu

Candid

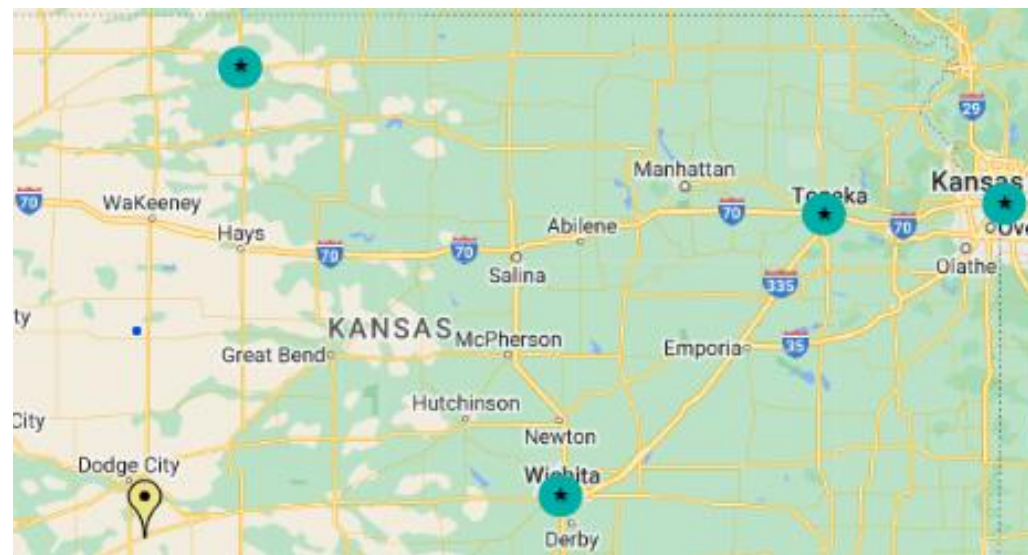
<https://candid.org/>

Get free access to Candid's [Foundation Directory](#), the smartest, fastest way to win more funding.

Get free access to [GuideStar](#), nonprofit research tool, the largest source of verified information on nonprofits.

Use the map search below to locate where you can access Candid's resources.

<https://candid.org/find-us>





Can We Talk?

Opportunity Costs:
Is this grant worth your time?

The “S” Word and the “F” Word

Authentic prose with no jargon >
AI-type prose with jabberwocky jargon

A white dog with a black collar stands on a sandy beach, looking towards the left. The ocean is in the background with waves breaking. A person is visible in the water in the distance. The scene is bright and sunny, with a shadow cast by the dog on the sand.

Three legs of grantmaking...

- Match the **NEED** that exists...
- With the **SOLUTION/STRATEGY** you propose...
- With the **MISSION & FUNDING STRATEGIES** of your targeted foundation.

Benton Two Angels Trail



A scenic landscape featuring a calm body of water, likely a pond or lake, bordered by a lush green lawn in the foreground. The water reflects the sky and surrounding greenery. In the background, a dense line of trees stretches across the horizon. The sky is bright blue with scattered white clouds. The text "The Need..." is centered in the upper right portion of the image.

The Need...



SW 20th St

W SW 20th St

N Main St

Prairie Pkwy Ct

0.6 Mile

0.2 Mile

Cedar

0.2 Mile

Park

Cedar St

The Solution

Prairie Creek Rd

Cottonwood Cir

N Norris St

W Sunflower Ln

N Wichita St

N Ohio St



Sunflower Trails

Time spent in nature is important to our health. Since 2005, Sunflower Foundation has been partnering with communities, schools and nonprofits across the state to ensure that all Kansans have access to trails and are able to enjoy the physical, mental and community benefits that come with connecting to nature.

— [Click to Read More](#)



[Click on the map to enlarge](#)

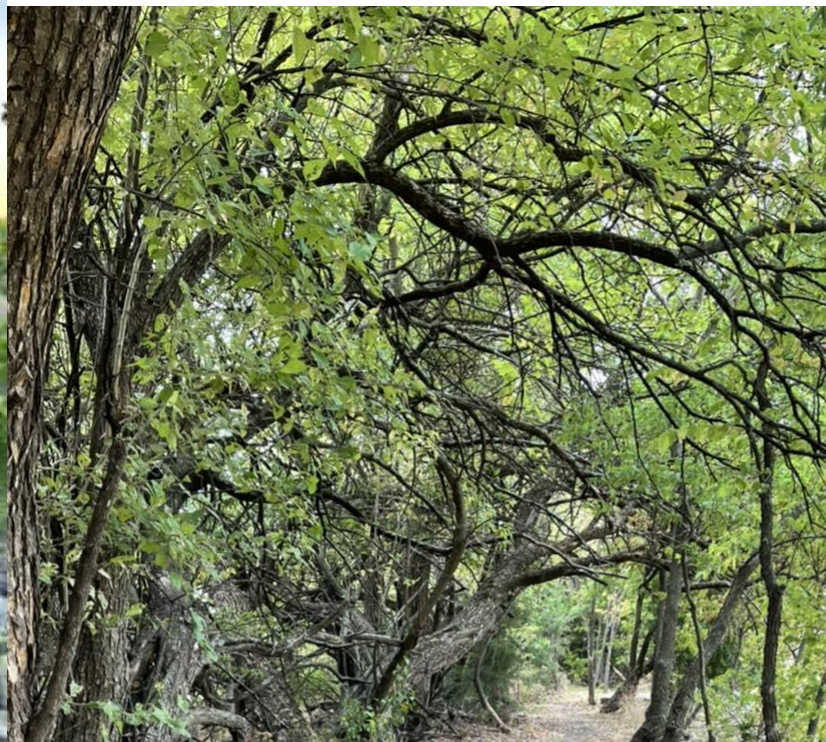
The foundation has supported over 200 trail projects through community-based trail builder grants, the Trail-in-a-Box community volunteer program and other regional trail planning initiatives.

Links to other trails resources:

- [KSRE trail resource page](#)
- [Sunflower Trails Finder](#)
- [Kansas Trails Council](#)
- [Get Outdoors Kansas](#)
- [10 Steps to Successful Trail Building](#)
- [VIDEO: Trail Appreciation Day 2023](#)

[Mission & Funding Areas](#)







BENTON



Thank You!

**Investing in People and Places
for a Healthier Kansas**

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Sunflower Foundation**

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**Guess who I am!
And yes, it's
REALLY over now.**

